

## ABOUT THE PORT OF MILWAUKEE

The Port of Milwaukee contributes to the goal of increasing investment and economic vitality throughout the city. The Port has a major role in the local economy by providing land for businesses that need to be near the water. These businesses generate approximately \$80 million in annual revenue and employ nearly 400 people. The Port is responsible for the creation of many jobs related to the Port's operations. As one of the city's economic entities, the Port's operations create at least 20 family supporting jobs as well as indirectly supporting additional jobs. The Port nurtures investment in Milwaukee by stimulating trade and business and by serving as a regional transportation and distribution hub for Southeastern Wisconsin. The Port links waterborne, rail, and ground transportation in an accessible location close to downtown. As a result, the Port's tenants and customers are able to ship and receive products to and from all parts of the world.

The Port's major commodities are cement, coal, steel, and salt. These products are primarily used regionally. The Port diversifies its activities through the promotion of recreational businesses and passenger related travel services. The Port administers 467 dry acres of city owned property at or near the lakefront. Milwaukee World Festivals, Inc. currently leases approximately two-thirds of the Port's north harbor land for the Maier Festival Grounds, home of Summerfest, various ethnic festivals, and the Marcus Amphitheater. Smaller leaseholders and city owned facilities account for most of the remaining acreage.



## ABOUT MILWAUKEE

"A Great Place on a Great Lake." Milwaukee, Wisconsin's largest city, is located on the western shore of Lake Michigan. Milwaukee has a population of just under 600,000 and is the hub of a metropolitan area of over 1,500,000 people. Milwaukee offers all of the amenities expected from a major city along with the ambience of a small town or neighborhood. The Milwaukee area offers an abundance of business and social opportunities. Its diversified economy is built on a firm foundation of industrial, financial, high-tech, and service sector jobs. The area's ethnic heritage continues to be of the community's oldest and most recognizable assets.

## SELECTION PROCEDURE

Screening for this position will be based on an evaluation of each applicant's education, experience, and professional accomplishments. At the discretion of the Mayor, the City of Milwaukee reserves the right to determine which candidates will be invited to participate in the selection process.

Send your resume and a cover letter by October 25, 2013 to the following address:

Department of Employee Relations  
Box PORT, City of Milwaukee  
200 East Wells Street, Room 706  
Milwaukee WI 53202-3554

## PORT OF MILWAUKEE

2323 South Lincoln Memorial Drive  
Milwaukee, WI 53207-1054 USA  
P: 414.286.3511 | F: 414.286.8506  
[www.milwaukee.gov/port](http://www.milwaukee.gov/port)



# MUNICIPAL PORT DIRECTOR

## EMPLOYMENT OPPORTUNITY

## MILWAUKEE, WI



## THE PORT OF MILWAUKEE

### *Heart of the Fresh Coast*

*Benefitting Milwaukee Economically, Socially,  
Environmentally, Educationally*



## THE POSITION

The Municipal Port Director is appointed and serves at the pleasure of the Mayor and is a City of Milwaukee Department Head. The Director works closely with the seven-member Board of Harbor Commissioners in the promotion, marketing, administration, and operations of the Port. The Port Director provides leadership, strategic planning, and direction over all activities and personnel assigned to the Port of Milwaukee. Among its most critical responsibilities, the Port Director is responsible for administering Port existing leases, maintaining tenant relations, and marketing available land and other Port of Milwaukee assets to maximize job creation and revenues.

This position is also responsible for monitoring and serving as an advocate in relation to state and federal activities that impact the port, has active involvement on matters pertaining to the St. Lawrence Seaway, serves as a liaison with various agencies regulating the Port, and establishes and maintains positive and collaborative relations with government units, the media, and labor, trade, and technical groups. The Director is the main contact for City government and must appear regularly before oversight committees.

## THE IDEAL CANDIDATE

The ideal candidate will be an experienced leader who possesses strong management skills and is knowledgeable about port administration and operations including lease negotiation and administration, carrier negotiations, business development, and economic and market research. The ideal candidate will also be a visionary leader, a consensus builder, and a good communicator with the ability to build partnerships with all levels of municipal, state/provincial, and federal government in the U.S. and Canada.

## REQUIREMENTS

- A Bachelor's Degree in transportation, business administration, marketing, public administration, or a closely related field from an accredited college or university and at least five years of management/supervisory experience performing responsibilities comparable to this position.

*Equivalent combinations of education and experience may be considered.*

- Knowledge of international trade, rail, water, and highway transportation and familiarity with the Great Lakes.
- Knowledge of business operations and the ability to manage the City's lakefront assets for entertainment and cultural purposes, such as Discovery World, Milwaukee World Festivals, and the Milwaukee Art Museum.
- Knowledge of strategic planning and ability to direct Port marketing, budget development and oversight, and infrastructure and capital needs.
- Ability to serve as a liaison with the St. Lawrence Seaway Development Corporation, the U.S. Coast Guard, the Army Corps of Engineers, the U.S. Maritime Administration, the U.S. Environmental Protection Agency, the U.S. Department of Transportation, the Wisconsin Department of Natural Resources, and the Wisconsin Department of Transportation.
- Ability to build collaborative working relationships with both private and public stakeholders.
- Strong written communication, oral communication, and presentation skills.
- Effective analytical, problem-solving, and decision-making skills.

## SALARY & BENEFITS

The current starting salary (PR 1NX) is \$102,813 annually for City of Milwaukee Residents. The non-resident starting salary is \$101,294 annually. Appointment at a salary above the minimum may be considered based on experience and qualifications of the applicant and salary history.

This non-civil service appointment requires confirmation by the Milwaukee Common Council. The incumbent must be willing to work non-standard hours as needs dictate and be willing to travel. The City of Milwaukee offers a competitive and comprehensive benefits package that includes:

- Paid time off in the form of vacation, sick leave, and 11 paid holidays.
- Health & dental insurance options.
- Group life insurance.
- Long-term disability insurance.
- Defined benefit pension plan.
- Participation in an IRS 457 deferred compensation plan.
- Tuition, textbook, and professional dues reimbursement.

*The City of Milwaukee is an equal opportunity employer that values and encourages diversity.*

10.2013

